Pocket Notebook
PN 23-12-23 (1923-1924)

This notebook dates from December 1923 - September 1924. The pocket notebook contains notes by Thomas A. Edison relating to experiments with storage batteries, Ford starter batteries, rubber and lampblack button phones. There are notes about phonograph and phonograph record production, positions of musical instruments when recording, experiments with a piano, jobbers and dealers and record sales. Filed separately is a list of phonograph companies and a torn page from a magazine. The notebook was originally found in Thomas A. Edison's desk at Glenmont..

1st Dull ng

2 - with F Horn ng
OK

3rd dull flute on
high ng

4th 1st part Dull -
(F Horn) - 2nd pt good
Clarinet & flute OK
trill or arpeggio ok
at on Piano with flute
& clarinet —

Treble above dull

5th OK - Counter melody
& trill make it OK

☆2996 1924

EDIS223917

Dec 23 - 1923

Our reg mix for Blanks of diss grinds 11 pounds per minute 91% going thru 180 mesh

When BS is used 90% Rosin 10% BS with 30 mesh screen grinds 5 lbs min 92% thru 100 mesh - Mills having water cooled rings

Since that we use 90 + 5 BS. + get larger output as it dont stick to screens so bad as 10 BS.

We use only 90 of this instead of 100 Rosin in Reg mix

By adopting Bailey blank
forming [illegible] cut out
27000 [illegible] daily

Alcohol	132,66
Steam	51 50
Water	6 98
400 KW Elect	15 87
Labor 14 men 168 hours @ .44	73 [illegible]
	282,61
Depreciation Equip	18 35
	300,96

We get 198 Varnished Records
2 Coats per gal Varnish

Rosin (Condensed) Alcohol	1.82
Para	20
Sandrac	05
6/4	01
[illegible]	23
[illegible]	01
[illegible]	08

2.46 cents per gal
1.242 cents per record

Varnish labor bake & inspect
2.24 mils ? ?

Cost of materials for Blanks
4.64

Nickel as sulphate is not
precipitated as hydroxide in
presence of Sucrose,
Dextrose Galactose, Laevulose
Lactose Dextrin Starch or
Glycerol. A peptonizer the
hydrox should have
slight Excess of Alkali
An increase in Concentration
of the salt requires increase
in the peptonizing Agent
Chlorides of the more easily
peptonized than Sulphates
Fe Hg Co Cu Ce Ni Mn Cd
Th acts same

Dead cost Jany 1 1924 of
new veneer Columbia Record
is for material Six Cents

Recording Notes from Book - BASSOON
muted probably 25 ft loud enough
~~probably less~~

PIANO - 15 to 20 ft if small
aperture Very weak player
like Sonia 12 ft

TUBA Very loud instrument
Low - 25 ft stand off on side

CORNET Very loud open
when muted 20 ft

BULL VIOLIN - Very weak
instrument 12 to 15 ft Limit
its weaker than Cello

HARP - large ones + good
player - 25 ft + to one
side — Sometimes blasts
dont know cause, find out
if blasts without any signs
of jumping out of groove
Some Kettle Drum Action

FRENCH HORN.
Loud instrument 20 ft.

TROMBONE not quite
so loud as Cornet

Instruments on Center line
Sharper than on side
lines -
Muffling increases as
instruments on Center
line approach the
funnel - Keep as far away
as possible

KETTLE DRUMS Cannot be used at all.

OBOE 20 ft or less

ENGLISH HORN. is a large Oboe 50% louder than Oboe 20 ft

BASS CLARIONET Rather loud 25 ft perhaps on the side -

FLUTE. 20 ft. 8 ft if some on side

VIOLA. weak like VIOLIN. 6 to 8 ft

SNARE DRUM 25 ft and on side

TRIANGLE Cant hear too high for me.

CYMBEL Loud 25 ft. I only hear blow no music too high -

Notes from Groves Dic Mus.

Wind band arrangement absent strings is to be increased by increased number of Clarionettes of different calipers but clarinets cannot take higher passages of the violin parts consequently flutes must be added,

Note by E - Violin can take low & flute higher.

There are few cases where
Piano is arranged with Orch
Music, they are unsatisfactory
as there are marked differences
in quality of Piano & Orch
timbre —

A Bass voice is too deficient
in sweetness for single songs
in Duets it does no coalesce
so well with a female voice
on account with the great
difference between them
Ear is only satisfied with
~~intermediate~~ voices between them

There are Bass Tenor Alto
& descant flutes

Scale of the Bassoon is
complicated & capricious
Varies with different patterns
a fine player can only play his own

" Bassoon player must rely
on his ear alone for correct
intonation like the stringed
instruments, but Bassoon is
uncertain — "

Primary Beats

Maximum disagreeableness
of Beats is 33 per second
128 Beats are not disagreeable

2nd Kind

2nd Kind of beats such as
imperfect tuning of 3rd 4th
5th 6th & Octaves
here notes are too far apart
for primary beats to be
noticeable but primary
beats in this case are
thrown into groups or
Cycles which produce
effect of Beats —

2nd kind is beats between
Overtones + fundamental
of another note

Violin Bow = white horse hair
When new this has protuberances
so these + Rosin make the
bite - protuberances wear off +
hair must be renewed
if used 4 hours daily must
be renewed once a month
but sooner
should be 120 hairs +
should be put in by a
professional

Clarinet is used in
Chamber Music (Brahms) also
Doublestopping with Violin
+ Cello

Quartette - Brahms
B flat Op 67 + others
said to be beautiful

Clarionets very sensitive to
heat changes pitch
The whole beauty of the
Clarionets depends on the
Management of the Reed
a player however able
is at the mercy of his reed
a bad reed not only takes
all the quality away
but gives horrible
squeaks (quacks)

There is not instrument
in which failure of the
lips or deranged keys
gives so unmusical
results impossible to
Conceal -
There are 2 Clarinets

A Conductor must have the tempo clearly in his head + he must keep to it with the accuracy of a metronome + also be able to change it – Rubato Conducting

Everything depends on Permanent Orchestra

Consonance is a Combination of Notes within an Octave

Octave	1.2	Minor 3rd	5.6
5ths	2.3	Maj 6th	3.5
4th	3.4	Minor 6th	5.8
Major 3rd	4.5		

Counterpoint is not combining Melodies by Harmonies but its playing entirely different notes or another tune simultaneously like a piccolo giving a run independent of the Harmony + Melody Emitted — best definition " When two or more parts conspire to convey one idea the result is harmony = when each part conveys its own idea. the result is Counterpoint

The most interesting process
was the treatment of a 4th
an almost pathetic interest
attaches to its dethronement
from its first place among
perfect Concords to the
servile position as a
Discord

It seems as long as only
2 parts were sung
together no strong reason
would exist to cause its
banishment But when
3 parts were tried the
superior adaptability
of a 3rd was soon
apparent, it would
Combine with every
other interval Except
the 4th

Whereas the 4th itself
was hopelessly at war
as a Concord with the
5th the most satisfactory

Concord except the Octave

Crescendo marked

Cresc < means
increasing loudness
> opposite

Crooks are extra pieces
which can be added
or removed from brass
instruments to alter the
Pitch The largest
number of Crooks is
used in French horn

Sax also them

ditto Alto + Bass Clarinet

Harp has 6 Octaves

Note on Harp Old Harp

Each string acted upon by
the Crook was removed
from the plane of the
Open strings an impediment
to the fingering and frequent
Cause of Jarring

And the stopped strings were
less good than the Open
~~Another fault~~ due to
~~Mechanism being adjusted~~
~~to wooden neck~~ which
~~was intractable for~~
~~Curving required~~

Modern Harps =
to there 2 strings of
same pitch

Harps can be played
in any key fingering
being the same - the
pedals lower or raise
pitch. 5 5

Piano Experiments

1st Put big pads
under legs on stand

2nd Pad 4" thick the
whole front

3 Pad the bottom

4 Pad the Top

5 get hole in Center of
funnell.

6 Where back padding is secured to Piano put pad under it may rattle

7 Back the 2 small pads with Wood, one has none

8 Piano is so powerful pads should be 4 inch thick - or double padding 2" thick each -

9 = Look out for players box + pad it underneath + make woodwork sound board braced to stop Vibration

Helmholz says

"Sustained tones are preferable as an accompaniment for a singer because the singer himself can immediately hear the beats between the instrument and the voice when he alters the pitch slightly—"

From this I gather that the Violin or Cello or both played close to two or 3 singers will cause them to sing together much better.

If ~~these~~ Violin is played + tubes run to singers Ears to make them hear the 3 singers should sing without beats

Piano Harp etc worst kind of accompaniment for a singer as they in many cases beat with themselves.

Battery

Wet or dry battery

Metallic iron bar Coated with Silver by the formaldehyde method or any other method so as that to produce ferrous or ferric hydrox

of Su 1½ oz or less

would be good in Ford starter instead of H_2O

Good Jany 15/24

Use Casein [illegible] to back
up the [illegible] Celluloid
after Celluloid seam is
OK - [illegible] -
Make it 1/32 all told
possibly could use
Silicate Soda or
glue

From all the data in
Manhattan covering
all dealers The
Annual Sales for
the year [illegible] [illegible]
to 1922 is

6.93 Records
per year per machine
sold

~~Ford [illegible] try get
Red of Oxide Lead
in Iron get fine Metallic
as Oxide makes Red
hydroxide —~~

~~Koerch - Has about
Jobbers Rent & pay
Roll per dealer ff
business -~~

~~After polishing
fabricate - Buff - It
take a mirror -
& last [illegible] forever~~

Simpson

Silicate Soda 1 water
4 — Spread on
Concrete Hardens
surface for traffic
good on our Concrete
floors - where
truck go —

~~Payne make up
2 Cells Asbestos with
5% Boiled starch
in the Water this
was in the 2 yr
Hanley Cell —~~

Farmer

~~Shaughnessy~~

~~In sending out
circular to Dealers
on returns - we
should look over
sales of these on
books & not offer
it to those who
are dead -~~

~~also give them 1
month or warn
them that shipment
must be within the
month when offer
is cancelled -~~

~~only 1/2 will respond~~

~~Wrote Alfrey about [illegible] show E & Needle a side by side always with E~~

~~Do we discount our bills now~~

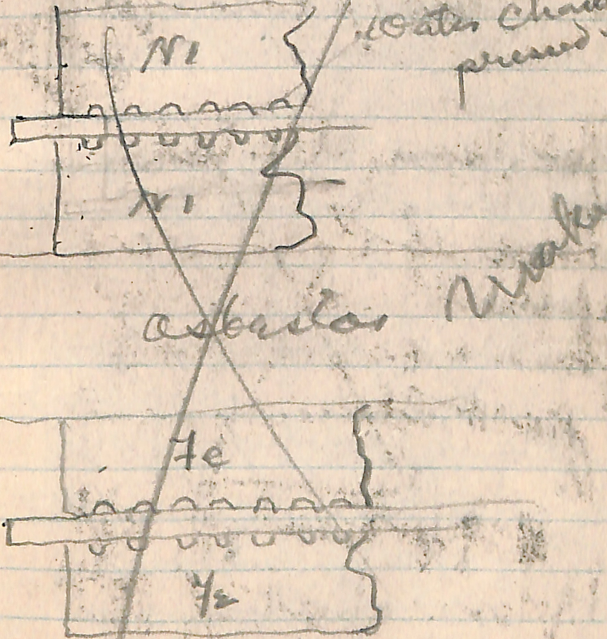
Wrote Harry White

~~Get from Walsh name of Composer of that new Waltz from a show that's just coming out~~

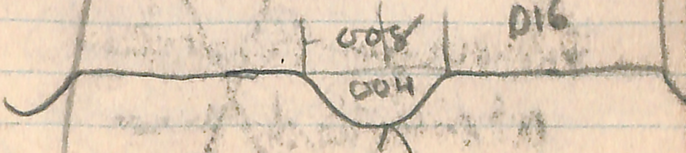
~~#19 for Piano ok soft~~
~~Warner to try Old 8e 10~~
~~Sharper Records alongside new #20 Sounds~~

~~Draw up [illegible] Contract Sub Dealer~~

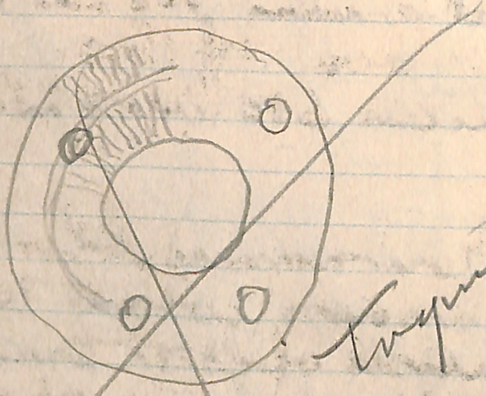
July 24 1924


Ni
Ni
asbestos
Fe
Fe
Water channels pressed in

Weakening!



Jan 24 / 1924



Trying it

~~New design round making Cell ½ height each disc in area twice placement form 4 pins~~

~~Try if ignition of our Asbestos Residue it as a test of Fe_2O_3 in asbestos -~~

✓ ~~Tried all paint celluloid joint with alcoholic sol of Camphor + heat 5 sec~~

Cost printing 300 List.
100 000 $1500
ditto 600 List $2500 —

~~A girl named Alma Sanders wrote the music of that beautiful waltz for the show that is just coming out friend of the arranger~~

~~Best results Ediphone Cylinder by Archer he says is saponified Montan + 25% + neutral [illegible] 50% + Carbonate Soda + [illegible] Stearine acid Very little Glossy [illegible] + [illegible] Vaseline~~

Things proposed to
Benefit the Jobbers & Dealers

1 = ~~300 List with details as per old labels on Envelopes~~

2 ~~Mailing out monthly lists to owners by Jobbers better & more detail information~~

3 Thin pamphlet giving Literature Condensed from 300 to 150, 100, 50 & 25

4 - ~~Moving Optical window signs & circulation of Slides~~

5 Tone Tests

6 ~~Lectures on Sound & music~~

7 ~~Circulating sample Record~~

8 Signs

9 = ~~6 Travellers inaugurating Sub dealer system~~

10 New direct working Amberola system, liquidating Jobbers stock,

11 Re Recording some of 300 lis

12 ~~Signing up Needle dealers by demonstration~~

13 - ~~12 inch Record~~

14 = ~~School singing Record system~~ -

15 ~~Language Record Catalogues & system~~

16. New line Cabinets

17 New packing system for Phonographs

18 New non clogging & longer life springs

19- Instructor to Teach dealers or some local man how to repair phonos at fixed price Chgd Customers.

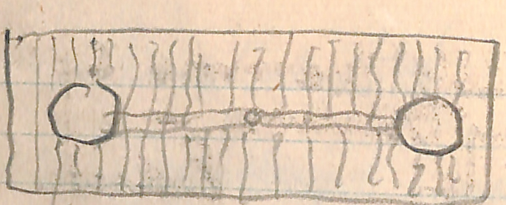
20 Clearing house for surplus phonos to jobbers operated from Orange

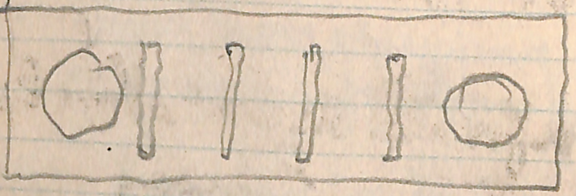
21 A partial relief or B label records from dealers but change off starter

Feby 4th/24

Eng chalk are if glycerin dissolves KOH will work on high Voltage

Possibly we might get better results in the metal Ni sheet touching the face of $Ni(OH)_2$ by applying it in sections





Victor records for demonstration with Edison

Love Dream after the Ball
By Eliz Spencer

	Victor	Edison
8	18250	80152

Prelude in C sharp
Rachmaninoff

Victor	Edison
66016	82187

Un Bel di Vedremo by
Emmy Destinn —

	Victor	Edison
CC	88468	82187

Infanta March Van Epps

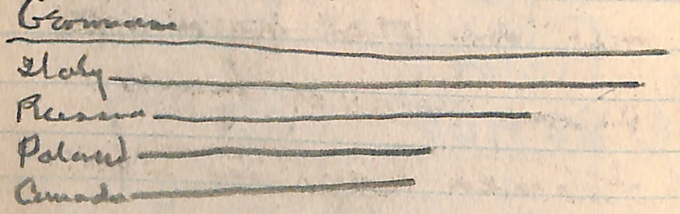
Victor	Edison
16847	50195

Mother Machree
McCormack
+ Van Brunt

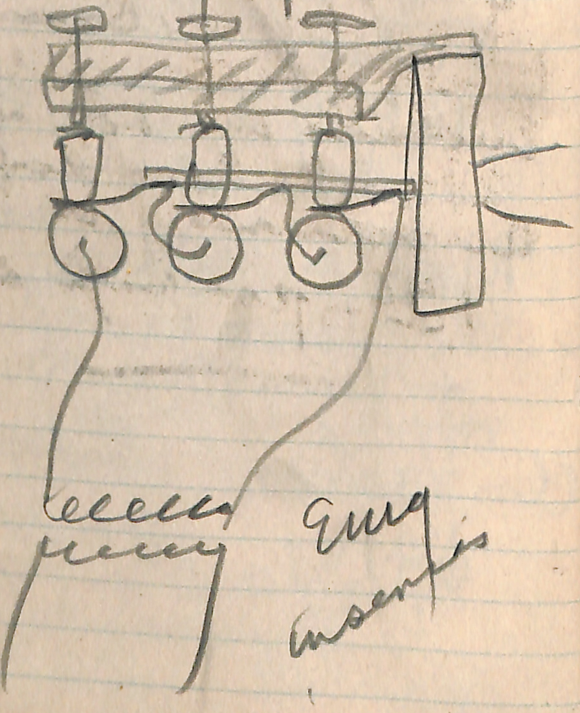
	Victor	Edison
CC	64181	80293

R

1920 Foreign Pop



This for language records



Listen to old wax Record tunes + pick out the best for disc think many fine tunes lost to Disc

~~Freight from Orange to all points in New England on box of 200 lbs Records for subdealers is cc 1.76 per box 200 lbs~~

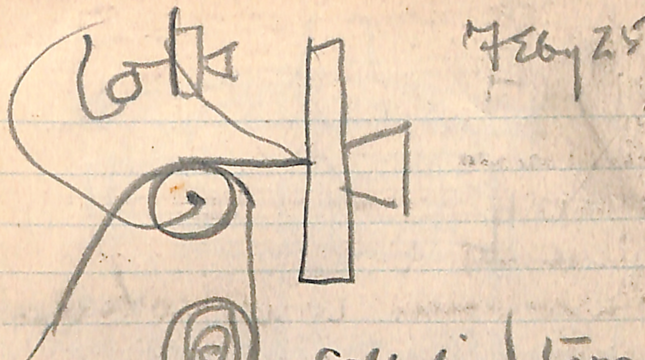
~~Viley +~~
~~Thomas~~
~~Gowdy~~
~~Dilworth~~
~~Bertrand~~ with Whalen

Feby 22/24
Things to figure out
in Florida

Mould handling Machinery
putting up + taking
down forms, Handling
forms shovel, Cement
mixer pump +
general lay out

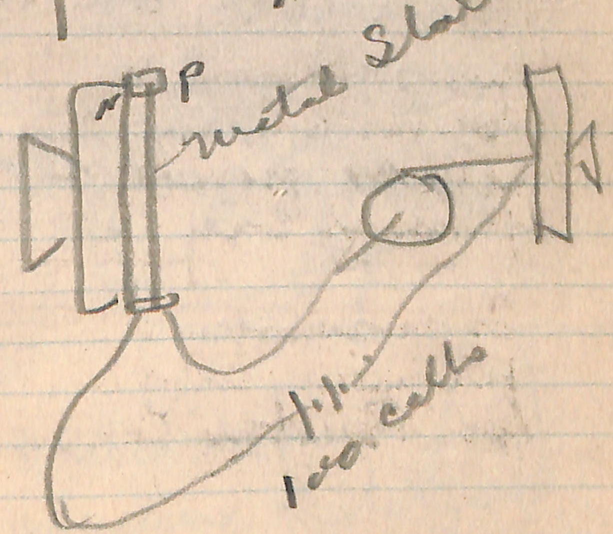
Transmitter + Amplifier
Magnet or Emg chalk
for Pendulum Amulette

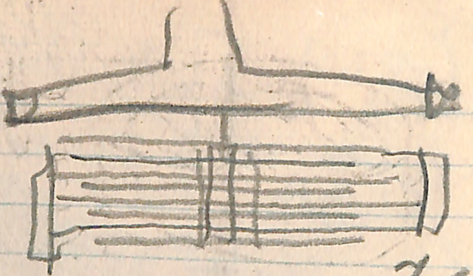
Feby 25/24



celluloid tape

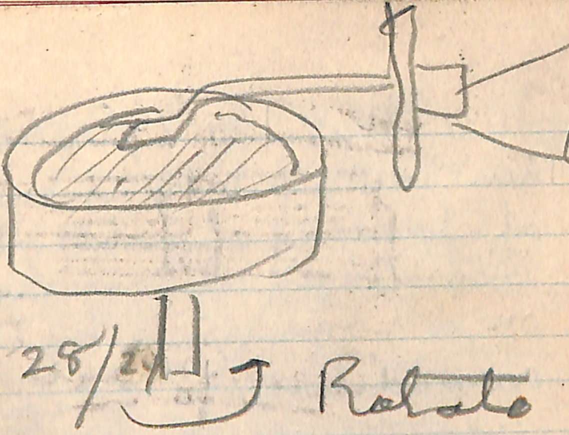
or Gun Cotton tape, Electrified
by friction may want
Large surface





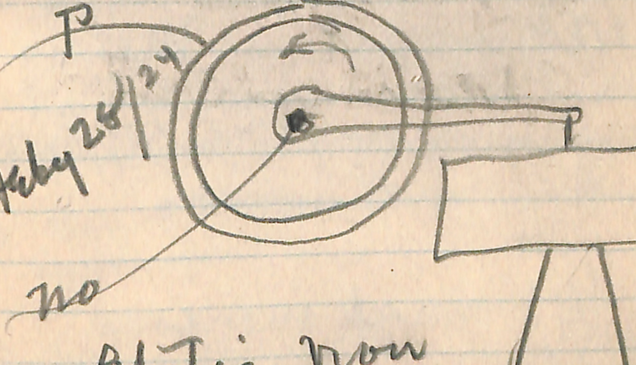
Condenser phone Feby 24/24

Think about
Commission to
traveller on 1st
+ 2nd order
Needle dealer



Feby 28/24 Rotate

Viscosity phone
diminution of friction



Feby 28/24

Static - non
Conducting Solution
.005 apart Outer
Cup rotate

~~How about 1 or 2 Durants
men best to take charge
of Jobbing of Jobbers
Distributors not worked
on a Commission basis
in addition to Ediphone
Say 50 or 75 Needle
dealers where we have
no representation we
furnishing Capital —~~

Let us put in Meters
in Depts see what
power costs — SB, Disc etc

We must increase
loudness of our
Cheaper Machines by
Changing Funnel
public want Loud records

~~Payne = 6 weeks —
no results from Expmt
of Pulling full size
cell after bad from
auto machine lead
be put in charge
Cell a an iron plate
used from A4 to
Cd deposit ditto —
another cell Ni
plate —~~

April 3/24

1 — Add 10% Hg — of mixture
2 Use of Cadmium Fe mix produced
by Jungner
3 add to Fe ~~mix~~ Various percents
of graphite ~~was~~ on making
disks good — mix thoroughly
4 = Test A4 new on automatics
60 amp 5 seconds

~~5 = Try Kerosene Chimney Lampblack various % small test cell at first~~

~~6 get some amorphous grafite, purifying thing that~~

note Try on wax master

7 see how antimony stand in Electrochem series if OK reduce by Zinc — add % s —

8 Try Tellurium reduced by Zinc —

9 Try Tin reduced by Zinc — Hydrogen —

10 Tin alone. [illegible] Reduced by H.

11 Bismuth by Zinc mixed with Fe

12 = Think can use fine beaten Asbestos & .006 asbestos paper with thin deposits — perhaps painted —

~~13 Tungsten might be used mixed with Fe so % so as to not oxidized by Current.~~

14 perhaps if iron made very much finer one circulation the layer next to asbestos would directly form Can iron be reduced by Zinc or sodium, Al etc & not catch fire

15 = Reduce Iron with various % of Nickel 10 25 50%
use ignite the sulfates one way

16 = Reduce in glycerine
Ni Slips from cells that
have long automatic
4000 — also act
Bromine on iron & see
if action is really at
Sheet Ni Contact —
by washing the Fe_2O_3

~~17 Perhaps can put~~
~~Fe + NiOH mix on~~
~~asbestos by a stencil~~
~~& feed or brush or Spray~~
~~nozzle —~~

18 50% Ni sponge
+ 50% Metallic
Cadmium pressed

19 - Same except a —
Salt crystals soluble in
soft & nearly cotton

to be dissolved out to
give porosity

20 — a/cs of Fe & Ni-sulphate
Req process oxidation by
H —

21 While there may be
but little iron shown in
Electrolyte, it may come
continuously from iron to
Ni thru the asbestos
without getting in outside
Electrolyte —

Note: try SO_3 + HS on
different reasons a by
products.

to make flake
Ni — Zinc Cathode
deposit & which
might [illegible] to
clean intermittently

April 6/24

also Ni plated cylinder
small 1" Seleniumized &
with an insulated insert
in it - plate withdraw &
~~whirle~~ whirl at high
speed to strip, immerse
plate, withdraw & whirl
& so on, Edge plate heaviest
& cause stripping -
~~proced~~

Disc phono

1st octave piano no
overtones 2nd oct
2 overtones 3rd 4 5 6 & 7
overtones, Multiplic -
4th 8 9 10 11 12 13 14 &
15 overtones & so on
shows it needs speed
of wax & a rapid diaph
to bring them out even
on the 4th octave

Slogan -

Buy an Edison & trade
in your Needle machine
for a radio.

~~Every good jobber we could~~
~~assign 680 list & possibly~~
~~some later stuff to be~~
~~fixed & by prompt card~~
~~from jobber & monthly~~
~~inventory keep 1 months~~
~~supply at every jobber~~
~~This might apply with~~
~~a number of our best &~~
~~biggest dealers.~~

Name of Plant Menges Jr
showed me that has good
Rubber both from pith & bark
& has pod & seeds like
Milk Weed - perennial
Can be cut twice year
is
Cryptostegia, Madagascarensis
from Madagascar
Climbing glabrous shrub
This looks good - apparently
very little Resin & on
rubbing acts different
from Milk weeds -

Ford [illegible] There is a
Nickel Magnesium Sulphate
7 aq - both Mg + Ni Sulfate
Have 7 water Also
Fe Sulphate

~~To get fine powdered Ni~~
~~if Zinc will not reduce~~
~~Nickel to powder chemically~~
~~ignite Oxalate Carbonate~~
~~Sulphate separately~~

or Fe oxalate + Ni ox or
Carbonate mixed

Nitrate Ni + Mg ignited
reduced by H or
oxalate might save Ni

Monads Iron metal does not let monads turn but when red hot they go turn & lose magnetism when Energized —

This bears on Thermo piles —

~~Get Schuster recent book "Optics".~~

Possibly fine Ni powder be made by passing $NiCl_2$ with hydrogen at proper temp so NiCl is decomp or if not remove Ni dil HCl as fast as formed

See if any way to get Mercury finely divided so can use, 10 to 15% in iron mix.

Possibly Bi proceeds work w Fe if not Reversed. Sb

Nitrate Ni fused in Caustic Na then wash & Reduce by Hydrogen very low heat

for fine Ni hot NaOH
on precipitated sulfide
of Ni — or a Salt of Ni

It looks as if the
particles of nickel
in Iron mix in
Ford starter need
be 12 X 16 times
smaller than the
iron particles to
make a conducting
Network

~~Boil NiOH with Zinc~~
~~powder - see if reduces~~
~~Ni~~

Try Bredig system
making colloid
Ni under water +
Current -

~~Try igniting Tartrate~~
~~Ni alone also NaOH~~
~~where Fe is soluble~~

~~Metals Disintegrating Co~~
~~15 Broad st NY~~
~~Ni 150 mesh~~

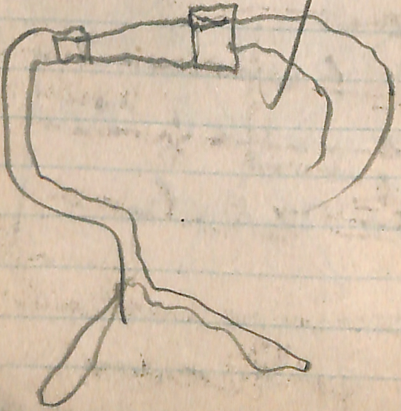
Kruesi

Why not shift your percolating water freshly water goes to new batch that thrown away 5 2nd batch fed by 2nd wash etc

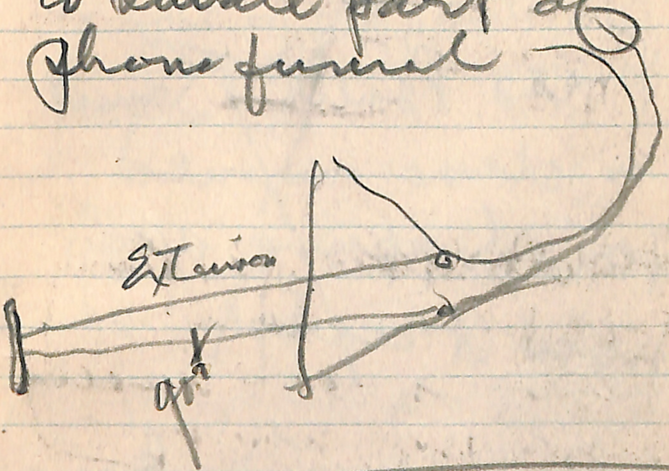
---

~~Fred Ott make a listening tube fit in tobacco Repdor is now - I usually heavy soft rubber 1/4 inside bore tube 2 Ear -~~

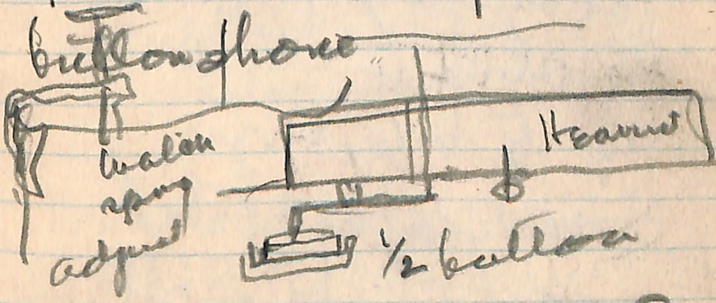
gd'



Also a funnel without flare Extending in to small part of phone funnel


Exterior
gd

Fred Make Lampblack button phone


water spring adjust
Hammer
1/2 button

Weight ~~antimony~~ type metal 2 or 3 lbs for Radio

Heater Reduce iron
dont self heat pass
CO_2 —

~~Press Portland Cement~~
~~in disc moulded~~
~~for shipping see~~
~~how it acts~~

get up a powered
post box for Jobbers
dealers
to ship in 1 2 3
4 5 & 6 sizes
drastically tested
& get cheap & sell
to them

~~for Flake squirt precipitated~~
~~Colloid like $Ni OH_2$~~
~~Dry in vacuum high temp~~
~~to fritt or paint on~~
~~Drying Drum & make~~
~~scales~~

Perhaps Iron by H can
be followed by
formaldehyde process
$Ni OH_2$) also-
~~perhaps Ni plated iron~~
~~deliver & use for Ag~~
~~dissolved away~~

~~Make some more powdered~~
~~Borate soda & cover with~~
~~$Ni OH_2$ dissolved in Ammonia~~

~~Paint Mo of Cylinder~~
~~Resonator 1044~~
~~+ Silicate Soda~~

5 Jobbers 228 dealers
of those accepting -
171 records per dealer
send in - or 39143 records
they have left 137426 -
If all sent in of whole
Country & all accepted
be about 3 Million

~~Listen to the~~
~~"Mocking Bird"~~
~~Have you got it -~~
~~E~~

Note Studio Recorder
# 22 & 35 best
for K Mourvanen
my 140 & 135
135 to 35

~~Walsh = How about~~
~~getting Advty rates~~
~~paid by Dealers in~~
~~movies + we help~~
~~them out, Towns~~
~~with not more~~
~~than 2 movies~~

May 7/24

~~Get XXX 2nd Ready for about May 10th~~

Make or buy Bell Recvr & fit it so Reg Reprdr on phono be removed & Bell inserted — Long Cord & stand put in to hold the Reprdr —

~~Hunter to reduce Fe Ni 50 50 cool in H & displace by CO_2~~

~~Dip Asbestos sheet for Ford starter battery in Peachey's Rubber solution Dry — also of porous stone & under pressure use very weak so pressure dont close holes & channels~~

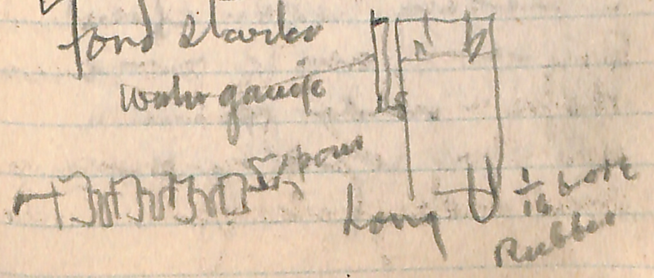
Ferrier

Dealers taught to get some Young man who have truck to show Chip etc to every public function Church, fairs & Especially to show at County & State Fairs — Societies every 2 months with latest Records Advtz locally by Demonstration its far more Effective —

~~[illegible]~~

~~What is angle of proposed hoist at Cement — Trouble with tumbling rock if too steep — & underloading~~

Ford starter



to Dealers wherever
needle across hump
Edison Records & he has
some kind of an attachment
you can generally get
state to him by circular
or by demonstration ~~[illegible]~~
& in many cases sell
him an Edison —

got batch Reg Iron No Hg
NOT CRUSHED, took about
80 grams — screened out
all 150 mesh. ~~Then~~
~~agate~~ on 150 mesh passed
thru 40 mesh, That
which didnt go thru 40
progressively Crushed
in Agate mortar (not
ground just Crushed)
by 5 crushings got
it nearly all OK

Of all the iron 80%
is clean balls ~~[illegible]~~
on 150 on 40 —
that which at 1st &
at Each crushing
went thru 150 mesh
was 20% —
its fine dust for
plating

~~"Beautiful Snow"~~
~~is in Cat No — Let me hear it~~

~~Sunday Eve / WEAF~~
~~Geo — Japanese~~
~~Babylon Song of~~
~~Songs — apparent~~
~~good voice —~~

~~Good fox Trot at 42° Inventory~~
~~WOR Newark 1st Fox~~
~~8.20 -2 other Fox~~
~~after that think is~~
~~Millers Orch~~

We should send JEP
Mesbre check for
2 cents each sale for
royalty or a check for
Each record

Also dup this twice
with on 180
on 90 } mesh
on 40

May 15/24

Lott -

~~Powdered Quartz~~
~~Silvered then plated with~~
~~Ni in Little Ni Drum~~
~~rotated ~~twice~~ ½ Rev Each in 5 min~~
~~1½ amp hour - at rate~~
~~1 amp for 1½ hours~~

~~.8120 Quartz~~
~~.0376 Silver~~
~~.130 Ni -~~

See if Hunter can
make short tubes for
tests & to furnish
Mix of sized granules of
green & Ni by H + CO_2
No flake
100 green 20 Ni
" " 35 "
50 "
60 "

precipd $NiOH_2$ pure
& filtered by 4 dec consistency
of butter 1 gram
gives 1 oz mlg dry

Speak to Hanly
about a sep bath
NiCl solution to
remove Copper
from Ni Drum
when it sticks
same sol as used
for dissolving
copper from
Flake —

Argument travellers
Canvass on dealer

Why do you carry so
many lines you can't
turn your money so
fast & that is where the
profit — Why handle
more than 2 well
known lines, 1 which
is best advertised &
another that will
sell on demonstration
etc ours —

~~Fred att measure~~
~~size them 40 on~~
~~50 on 60 70 80~~
~~90 100 120 150~~

Payne - Each cell -

Ni OH.	255 grams	
Fe	280.	
Impractical	305	Ni
	335.	Fe

Schmalz - devise a quick test for MgO in limestone ~~[illegible]~~ right at Quarry by a young man -

---

Prospect for trenton Limestone pads like our original along Cement rock towards Vulcanite

Gift Tax -

~~50 000~~	~~0~~
~~100 "~~	~~500~~
~~150 "~~	~~1 500~~
~~200 "~~	~~3 000~~
~~250~~	~~5 000~~
~~500~~	~~19 000~~
~~1 000 000~~	~~70.000~~

For every lb of Silica in Limestone it requires 5 lbs of $CaCO_3$ to take care of it in mfg Cement
this is correct

Dealers selling attachment for the records say to party if you get sick of Attachment 1 one month we will allow you reconsider for [illegible]

~~find how many~~
~~Rodeshem records~~
~~were originally~~
~~issued & their~~
~~sales —~~

Have asked Miller
get 12 or 15 Rhodesian
Music pieces & we
will select 4
for 2 Records

~~Say to all Jobbers~~
~~that they can say~~
~~to travellers to~~
~~tell Dealers~~
~~who do not~~
~~Canvas that if~~
~~they will Canvas~~
~~we will grant~~
~~Discount at~~
~~$3. month —~~

We rented 2 Upright
in Orange 2 8
think do they
Collect —

June 27/24

About 100 2" diaphragm
Cones Connected to steel
spring tuned, diaphragm under
tension all in the funnel
Mostly mouth width
to Reinforce sounds of
funnel

Fred O.C. tried [illegible]
Middle C on Piano
see how sensitive
at end of funnel &
record the note
with & without

~~Whalen - Measure~~
~~Amp on Adolz Motor~~
~~and put up~~
~~12 Motors & load~~
~~then up to same amp~~
~~& go on time test~~
~~night off~~

~~Should keep granule~~
~~scheme that 62 et~~
~~Take plunged out~~
~~Cells [illegible] Dress &~~
~~remove [illegible]~~
~~cleanly wash dry~~
~~& remake with same~~
~~mix & are fairly clean~~

To determine if Furniture, Music
Dry, Hardware Etc is best dealer
Make a list of ~~sales~~ purchases
from 1917 to date of big
Cards — + the make this an
item for Jobbers travellers reports

~~Who has charge of Collections
for Orange Newark NJ +
Brooklyn past Sales
+ What is state of Collections~~ ✓

Tell Yorke we will add an
attachment for 5 cents Extra
rent monthly so Machine
will play all records

Be sure get list of big
Canvassing dealers and
w + Sales]

List all Big dealers
Ⓡ purchases or those Big

Ferrier —

[Break No 1]

Marks —

Balled up reproducer
Scheme had dealers carry
stock — July 2nd 1924
2 previous breaks not put down

List of discarded dealers
purchases + business
if any large buyers
get the reasons.

~~1924~~

~~Record Sales April 24~~

~~all less than 12 Months Old~~

~~Issued April~~	~~118042~~	~~47%~~
~~" March~~	~~18137~~	~~7 "~~
~~" Feby~~	~~10980~~	~~4 "~~
~~" Jany~~	~~6757~~	~~2 "~~
~~over 4 months old~~	~~31462~~	~~13 "~~
		~~73%~~
~~Group 300 List~~	~~32234~~	~~13%~~
~~" 680 "~~	~~21220~~	~~9~~
~~Balance Cat~~	~~12443~~	~~5%~~
~~Grand Total~~	~~251275~~	~~100%~~

~~Quantity~~	~~Price~~	
~~197177~~	~~1.00~~	~~$197177~~
~~36195~~	~~1.50~~	~~54292~~
~~17903~~	~~2.00~~	~~35806~~
~~251275~~		~~287275~~

~~Average price 1.143.~~

get name from Mfg
~~transfer Pictures~~
~~& get Catalogue~~

Put over to Travellers
get dealers Exhibit & give
Concert evening Church
festival Places out
school - Especially when
get 12" record - & fall
County Fairs -

Get hand phono at Expense
of Wear of Record
to rent to Dealer
for moving Pic house
& twice a week
slides -

~~Compare Schrunks analyses sale 8 with Cement works -~~

Sales in 1923-4
our year

2.6 times
less than 1920

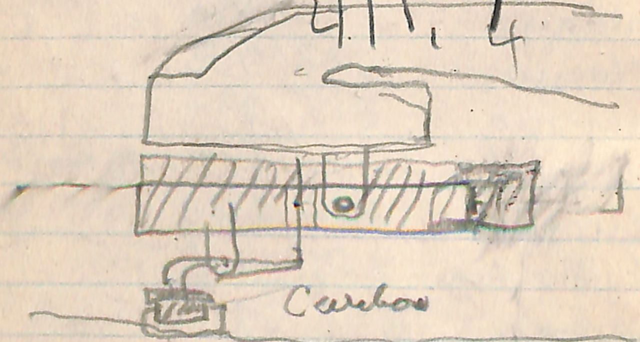
Jobbers sales 1923@24 To march
our year
week

Boston	626 802		
Pacific Coast	577 351		249700
Dallas	511 004	3	
Pittsburg	483 925	4	
Orange	404 015	5	
Cleveland	373 622	6	3.000 000
Girard	370 245	7	
Detroit	348 350	8	11
Chicago	332 868	9	11
St Louis	323 756	10	
Kansas	315 234	11	
Minneapolis	312 371	12	2.000 000
Atlanta	284 449	13	
Des Moines	263 282	14	
Indiana	261 691	15	
N Orleans	254 069	16	
Richmond	246 923	17	
Cincinnati	245 603	18	1.553 000
Syracuse	179 810	19	
Denver	141 519	20	
Williamsport	127 645	21	
Albany	102 572	22	

7.506.000
sales

Toronto	97	477	23
Helena	89	665	24 735,000
Ogden	80	830	25
Omaha	68	335	26
Vancouver	47	275	27
Winnepag	33	674	28
St John	7	367	29

411.4



lead cut nearly balanced

~~Pick out list of Dealers & places to give Tone tests this fall -~~

Bethune Why not add piccolo to take very high from the flute

String Orchestra
Harp - Cello 1st & 2nd Violin the 2nd playing 3rd but octave higher
Jazz Orch

see further on

Business in boom 1920-21 our year
1923-1924 doing

4	Kansas	15%	1.657 000	✓
3	DEsMoynes	14.3	1 571 000	✓
17	Pacific Coast	29.6	1 418 000	✓
15	Dallas	27.5	1 341 000	✓
6	Minneapolis	20.6	1 196 000	✓
11	Chicago	25.1	987 000	✓
	Boston	✓40.5	917 000	✓
12	St Louis	26	915 000	✓
	Pittsburgh	35.6	873 000	✓
16	Cleveland	29	871 000	✓
	Phila	31	824 000	✓
10	Indiana	24	826 000 !	✓
9	Cincinnati	23.3	804 000	✓
1	Omaha	8.1%	770 000	✓
15	Atlanta	27	767 000	✓
	Orange	35	748 000	✓
13	Richmond	26	701 000	✓
	DEtroit	36.7	599 000	✓
	N Orleans	32	537 000	✓

Copied in other

% biz in 1921-2 as book against 1923-4 —

* 42.3

8	DEnver	22	497 000		✓
	Syracuse	31	399 000		✓
5	Ogden	16.9	393 000		✓
14	Toronto	26	265,000	23	✓
	Albany	31	228,000	24	✓
	Williamsport 42.3	*	173 000	~~24~~ 42.3	✓
	Helena	37%	151 000	26	✓
7	Winnepeg	22	116 000	27	✓
	Vancouver	39.4	72 000	28	✓
2	St Johns	10%	63 000	29	

20.6 80,000

Sent % to all jobbers sales
July 18/24

Jaz Orch — (Doft)
Banjo - 2 Doft Resonator
Xylaphone French
Horn Clarionette
flute 3rds 6ths
Tuba.

fix up a Concert
Band like model
over warm really on
12" Records—

~~Test out 6 violins~~
~~1st + & 2nd grds~~
~~see results—~~
~~Extra sensitive~~
~~Recorders—~~

Rig a reflector on
french horn clamped
by rubber faced clamp
at 3 or tripod at
Edge to free hand

~~find out about Springs~~
~~from Luhr and tests~~
~~of late springs by Whalen~~

~~see if Maloys for~~
~~adding machine has~~
~~been started by~~
~~Whalens man—~~

~~Must prevent warping~~
~~of Covers for~~

~~Write letter to Buehn~~
~~Aug 1st Records 50%~~

~~Write Silverman that as~~
~~soon as I am satisfied~~
~~with Cooper those 30~~
~~will quote 50% records~~

Rig up Mechanism on
small table like Audax
with listening device + see
how it goes — if OK make
12 for trial with dealers

~~DesMoines [illegible]~~

~~Wait~~

Push Jarvies on
Circular about
Reproducers

of Error about address
Expmnt in NY + Jobber

Pound jobbers to get
Dealers owners address.

	Dealers	Dealers [illegible] made	Number names
Albany	58	15	2306
Atlanta	191	58	4426
Boston	241	61	10908
Chicago	208	preparing	
Cincinnati	156	14	2015
Cleveland	172	Says starting	
Dallas	236	77	8960
Denver	86	Preparing	
DesMoines	477	90	9629
Detroit	131	71	11802
Helena	80	nothing done	
Indiana	187	42	6429
Kansas	276	7	422
Mineapolis	406	130	10000
N Orleans	132	2 *	2529
Ogden	68	not trying	
Omaha	130	wont answer	
Orange	120	17	7025
Phila	115	36	3959
Pittsburgh	170	Start soon	
Richmond	198	not answered	
San Fran	83	nothing	

	Dealer	Dealing posting	Names
Los Angeles	49	not started	
Portland	81		
St John	42	dont answer letter	
St Louis	181	54	7642
Syracuse	171	dont answer letter	
Toronto	116	not started	
Vancouver	31	Dont approve	
Williamsport	52	Dont approve	
Winnipeg	174	not succeeded	
Net	4818	674	87,872

Rubber gaskets harden in

1= Repdes - How about fine wool felt.

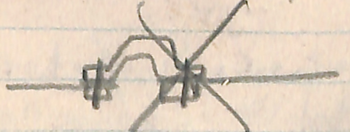
2= woven wool continuous -

3 Chamois - 5 ~~Asbestos~~

4 Cork, powdered & pressed

5 See about buying Condensite patent - Bakelite Co) has patent

7 Button put on with pins & squashed down to head on washer on opposite side by Hydraulic press, OK



OK

8 = Oxidized China wood oil instead of rubber rings, OK & seasoned a month or more, ditto linseed -

9 = Abolish rings & fasten with Rubber dope both sides

10 = plush

~~Find out tests on new springs + chugging + announce to the jobbers + ask them inform dealers —~~

~~Hart press the Portland Cement into blocks Various pressures The mix + size if OK — also let same stand long time —~~ NG

~~Simpson in design Adolph machine crossed our Waste punchings etc.~~

	Number owners to a dealer	
~~Albany~~	~~153~~	Circularized
~~Atlanta~~	~~76~~	
~~Boston~~	~~178~~	
~~Cincinnati~~	~~144~~	
~~Dallas~~	~~116~~	This
~~Des Moines~~	~~107~~	July 10/24
~~Detroit~~	~~166~~	
~~Indiana~~	~~150~~	
~~Kansas~~	~~60~~	
~~Minneapolis~~	~~77~~	
~~Orange~~	~~413~~ —	
~~Phila~~	~~109~~	
~~St Louis~~	~~141~~	

Why cant guages be made and parts of Cabinets be mfd outside, + assembled at N London + Orange — to get quick results —

~~July 12 / 24~~

~~Have 633 Sub dealers~~

~~Dealers 130~~

~~508 plus route~~

~~Following Jobbers have stated % of their dealers owning circulars)~~

~~Albany~~	~~26%~~
~~Atlanta~~	~~30~~
~~Boston~~	~~25~~
~~Dallas~~	~~32~~
~~Des Moines~~	~~14~~
~~Detroit~~	~~54~~
~~Indiana~~	~~22~~
~~Kansas~~	~~2~~
~~Minneapolis~~	~~32~~
~~Orange~~	~~14~~
~~Phila~~	~~30~~
~~St Louis~~	~~30~~

~~find out about N Orleans~~

~~+ Comparative sales of Albany on records —~~

~~Other dealers not doing much Buehn moving~~

Number of disc phonos mfd

1913 to June 30 1924 we sold to Jobbers	747 123
June 30/24 Jobbers had	12576
" " Dealers had	15000
In hands of public	719 547

See [illegible] along for [illegible]
8 leaves

Make small Ford Cell
replacing iron with
Cadmium — ditto Cobalt.
see if goes bad on long
test on Razdaz

~~Take up matter of~~
~~getting more ~~alcohol~~ water~~
~~out of alcohol we~~
~~distill over + a~~
~~better Condenser~~
~~So we can use 1/2 the~~
~~alcohol~~

Fred Ott more diamond
outlevers of Disc Reprodr
get more leverage +
put in a wire to get
Loud reproduction at
Expense of record wall
depend

~~Flow NiOH, press~~
~~put on Ni metal + flow~~
~~granules again —~~
~~then flow Ba Sulfate~~
~~press — see if hold~~
~~together using $BaSO_4$~~
~~instead of Asbestos~~
~~Try lot things besides~~
~~$BaSO_4$ — some porous~~
~~granules not sol in~~
~~KOH —~~

~~Try some of the very~~
~~fine grain Rubber Sponge~~
~~instead Asbestos~~

We found some at Bloomfield or Montclair –

Try heavily loaded Rubber loaded with Zinc or MgO disolve Zn or MgO out by an acid sol in Kerosene Benzol Etc to get Rubber porous – fit slabs instead of Asbestos

Flow all kinds of Inseal in KOH precipitate on fine crystals & press between steel dies 20/1000 see if can be handled to displace Asbestos in F.S.

Find out where we can get address owners new homes bldg all over us.

Also Marriage license all over us.

~~Get all Government Crop reports for places good & bad~~

~~Since July 1 1923 We have put on 903 new dealers removed 540 dead dealers Showing a gain of 363 since that date.~~

~~Make some Expmts~~
~~with Heat Varnish~~
~~remover - so we~~
~~can furnish in dark~~
~~the Sheraton Cabinets~~
~~for our Upright line~~
~~$160 —~~

Try experiment of
fine charcoal granules
same size flour &
Rubber dope on them as
binder when rubber solid
there will be plenty of
porosity - for separators in
Ford Starter bat

---

flexible Sandstone slips
for FS -

Slips sawed out of
Charcoal

pipe clay slips .005 3 or
4 put together - perforated
Mica

Is steatite porous

perforated Mica holes
filled with $BaSO_4$ powder
possibly holes $\frac{1}{32}$ and filled
$BaSO_4$ & pressed in holes
so will not come out.
Same thing with
harder rubber —

Phonographs & Cabinets on hand July 1924

	Phonographs	Cabinets	Total
			14
Adam	14	274	274
Chippendale Mah	155	158	M
" English Brown	152	583	411
" Fumed Oak	70	433	C
" Golden Oak	34	3	1177
Hepplewhite Mah	212	1009	Mac
" English Brown	3	189	926
" Fumed Oak	58	469	C
" Gold Oak	653	135	1802
			M 36
Italian Umbra	36	569	C 569
Jacobean.	927	2	M 927 2
			M 98
Louis XIV	98	1348	C 1348
Sheraton Mah	558	4317	C
" Eng Brown	83	1652	10082
" Fumed Oak	3160	1414	
" Golden Oak	1080	1212	M
	5	245	
" Inlaid			4913
Walnut	77	1242	
Consoles			
Chippendale "	199	1530	
Wm & Mary	215	1403	
Baby	862	2781	
London #1	132	491	
" Upright	2	870	
" Console	572	1502	

Sheartons Machines 7325
" Cabinets 10082

~~Get Sunday Times~~
~~July 20 th 16 songs of~~
~~yesterday - get names~~
~~& music lyrics Wm W Delaney~~
~~117 Park Row 200000 old songs~~

~~Werner - furnish you~~
~~Recorder case with~~
~~shellac to water proof~~

Following Jobbers have
Complete Card Index
Peters & Peyman reports
Sent

Albany
Boston
Chicago
Detroit few missing towns
Indiana - not sent, incomplete
Orange
Phila
Pittsburg
Syracuse
Williamsport

Number records of Cylinder Mach
Standard Triumph type -
Of Amberola type we
have sold from 1911
to 1924

	334,205
In hands of Jobbers	2432
" " Dealers	6424

~~See Luhr about~~
~~putting in good~~
~~governor & perhaps~~
~~newspapers in~~
~~Sheraton for Sub~~
~~dealers~~
~~Also Dealers~~
~~Take stock of~~
~~Springfield consignment~~

A Dealer having a list of owners & finding a large number who have not bought records for a long time to get a girl for short time & call on owners & show them white new record we are now making & start them buying again - as they probably stopped buying because of old black label

---

Arrange to Circularize Dealers who want Foreign Records

Seperators perf'd then filled with

Oxalate	Ba	0.009
Per Ox	Ba	insol
Sulfate	Ba	0.00017
Carb	Ba	0.0022
Carb	Sr	0.0011
Oxlate	Sr	0.008
Silicate	Sr	Insol
Sulfate	Sr	0.0023
Amon Phos	Ca	Insol
Carb	Ca	0.0013
Fluoride	Ca	0.0016
Hypophosphite	Ca	Insol
Oxide	Ca	0.0013
Phosphate	Ca	0.0090

New things we hope to put thru

OK ~~Sample record circulating system~~
~~Sub dealer system OK~~
More canvassing dealers
~~Making monthly lists by Jobbers OK~~
~~Advtg Machine for dealers~~ OK
~~Tone tests~~ OK
More black label returns
~~Better Cabinets. Standardized~~ OK
~~Improved packing of Phonos~~
~~Improvts in Machine Lessons service~~ OK
Better Music, ~~better record surface~~
Rapid knowledge of & fixing defects
Continuing expmts in selling
~~Better jobber travellers~~ OK
~~12 inch record~~ OK
More general publicity
Loud phone, circulating slides
for Movie advt.
~~More foreign language records~~
Cooperation with factory
Jobbers and dealers to
get more canvassing dealers

~~School rental machine &~~
~~record system~~

Finally a highly organized
industry on a strict business
functioning properly in
boom & depression with
a minimum of investment
& small inventories for
dealer Jobber & Mfr

~~Payne, make small coils~~
~~Ni-perfld .001 in on~~
~~each side, then asbestos~~
~~then ½ with perf~~
~~ni 2 each side & so on~~
~~EMF neutralized~~

Towns in States

		N
Indiana	520	520
Wisconsin	580	580
Alabama	270	
Arkansas	340	
California	250	250
Colorado	230	230
Connecticut	--	
Delaware	50	
Florida	150	
Georgia	580	
Idaho	150	
Illinois	1060	1060
Iowa	950	950
Kansas	445	445
Kentucky	390	
Louisiana	200	
Maine	45	
Maryland	120	
North Carolina	500	
N Dakota	305	
Ohio	685	
Oklahoma	480	
Oregon	195	195
		8495

Penna	950	
Rhode I	25	
S Carolina	165	
S Dakota	180	
Tenn	190	
Mass	146	
Mich	300	
Minn	690	
Miss	336	
Missouri	560	
Montana	110	
Nebraska	500	500
N Hamp	28	5
N Jersey	265	265
N Mexico	48	
N York	538	
Texas	420	
Utah	140	
Vermont	72	
Virginia	200	
Washington	190	190
W Va	190	
~~Wisconsin~~	~~580~~	
Wyoming	70	70
		6893

Total 15.388

11388 possible 5 Dea

Substract 4000 dealers

~~see about Toms house~~
~~at Burlington -~~

~~Alexander Film Co~~
~~Denver Col~~
~~make films, sell to~~
~~dealers (phons),~~
~~arrange with movie~~
~~house to run it &~~
~~receive a monthly~~
~~rental paid by dealer~~

~~Barnard says its a~~
~~most attractive add~~
~~& highly recommends~~
~~it - I also told Wally~~
~~get full particulars~~
~~Why cant we get a~~
~~film man & do it~~
~~ourselves~~

898 Dealers July 1/24 monthly

Chip Moh	558
" Brown -	250
Oak	435
Hep Mohog	657
Brown	42
Oak	377
Sheraton Moh	446
Brown	203
Oak	514
Wm & M Moh	342
Walnut	158
Jacobean	128
London Uprite	1080
Consoles	
XVII adam	31
Umbrian Walnut	32
Chippendale	358
Wm & M	218
Baby	1016
London Con	878

Total 8134 - Sales 3 months
3449

~~Amberolas in hands of public~~
~~old style –~~

~~Gem~~	~~339 764~~
~~Standard~~	~~737 820~~
~~Home~~	~~362 908~~
~~Triumph~~	~~35 302~~
~~Fireside~~	~~115 428~~
~~Muse~~	~~38 009~~
	~~1.659 431~~

~~Amberola – new style~~

	~~325 349~~
~~Grand Total~~	~~1.984.780~~

---

design a 6 tube
B batty from old
cells giving over
100 amps A4 →
Returned to use

~~Send Copies of~~
~~Vileys travellers~~
~~Reports to each~~
~~jobber in jobbers~~
~~territory & keep~~
~~this up every week~~
~~or two~~

---

figure out
Consignment acct
of 300 + 686
that we keep in
stock at jobbers
place

108 000	300
115 000	686
123 000	

~~Get figures from Theodore on school shift of records~~

Best proposition to take care of small dealers is 8 or 10 in a Club - pick 8 monthly & sends 2 out every 2 weeks

Put in new standard phono cup to put Reproducer & perhaps a needle attachment

~~Record Etc~~ what year

Des Moines dealer buying less than $150 per year of Records

8	dealers	$ 140 to 150
6	"	130 to 140
13	"	120 " 130
11	"	110 " 120
18	"	100 " 110
14	"	90 " 100
20	"	80 " 90
20	"	70 to 80
25	"	60 to 70
21	"	50 to 60
17	"	40 to 50
28	"	30 " 40
24	"	20 " 30
15	"	10 " 20
18	"	1 to 10

258

Records at average of 1.14. this amounts to 24000 Records per year or $16515 –
or 93 records yearly
7½ records per month

See previous page   What year

dealers	buy	$ yearly
8	"	$1160
6		820
13		1625
11		1265
18		1800
14		1400
20		1700
20		1500
25		1500
21		1150
17		700
28		980
24		600
15		225
18		90
248		

get all sales of Machines of these groups as far back as possible —

~~Try Hydrofluoric acid on Diamond dust —~~

Card Index Curry Dallas terr

118	Dealers	order	1000
30	"	"	2000
10	"	"	3000
4	"	"	4000
5	"	"	5000
1	"	"	6000
2	"		8000
1	El Paso		77-00

Conductivity

Ag	108.2
Cu	102.6
Gold	72.4
Iron	17.6
Ni	12.9
Lead	7.82

Canvassing Dealers

Detroit	17
Cincinnati	23
Cleveland	40
Indiana	25
Atlanta	37
N Orleans	26
Richmond	19

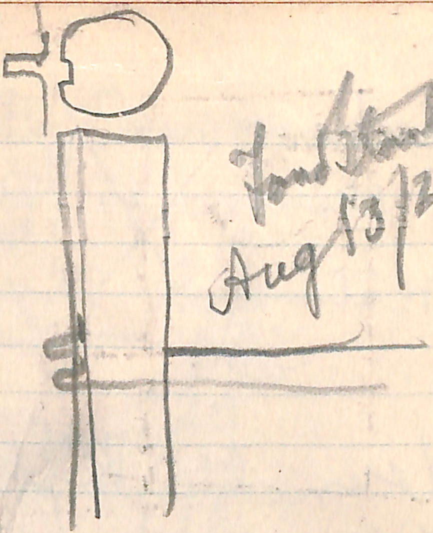
Have ~~Baby~~ new $250
& $350 machine
include a Needle
reproducer - & extra
sockets in price

Design a Record
Case for 250 Records
as an Extra

~~See how many through~~
~~Silliman's Still~~
~~renting -~~

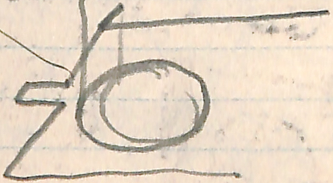
~~Kennedy Mill -~~
~~Even if Same Hpower~~
~~if you get double the~~
~~output won't it again~~

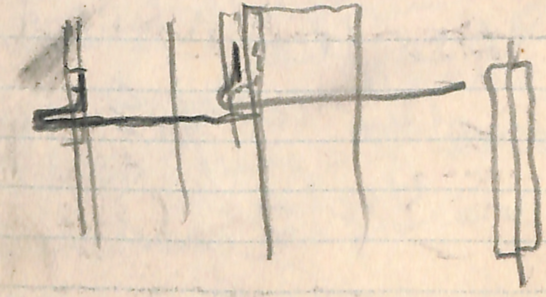
~~Use the Diamond~~
~~in the 100 Expedes~~
~~on Victor -~~



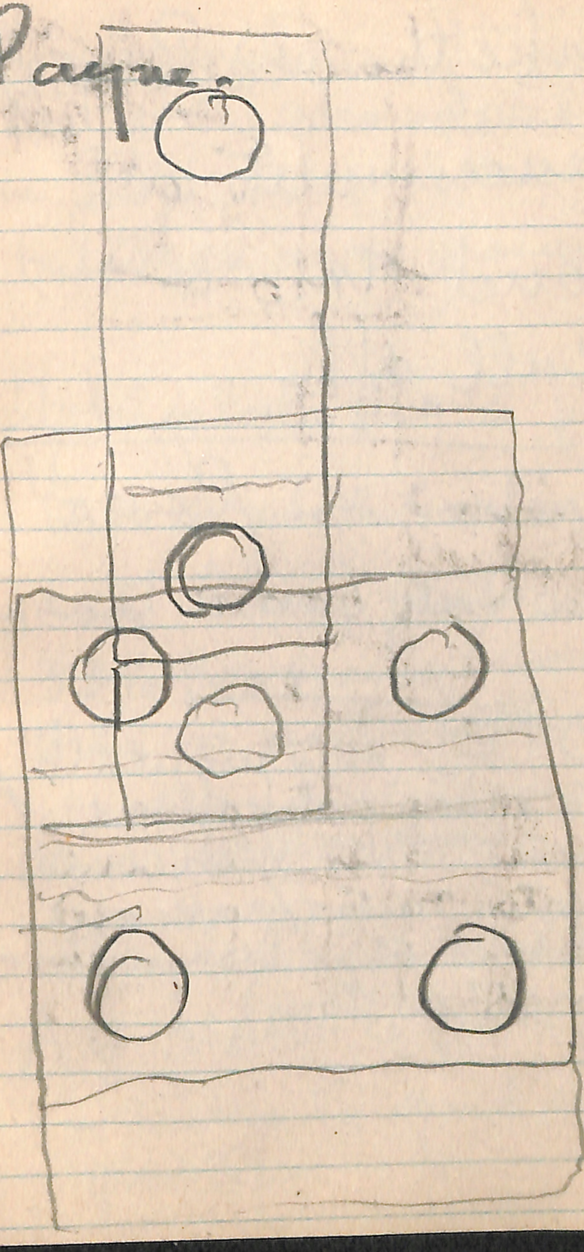
Pond Stanton
Aug 13/24

Loup
~~Spent~~ wax





Payne.



Make the Old Boozer dances with a loud trio & Call off -

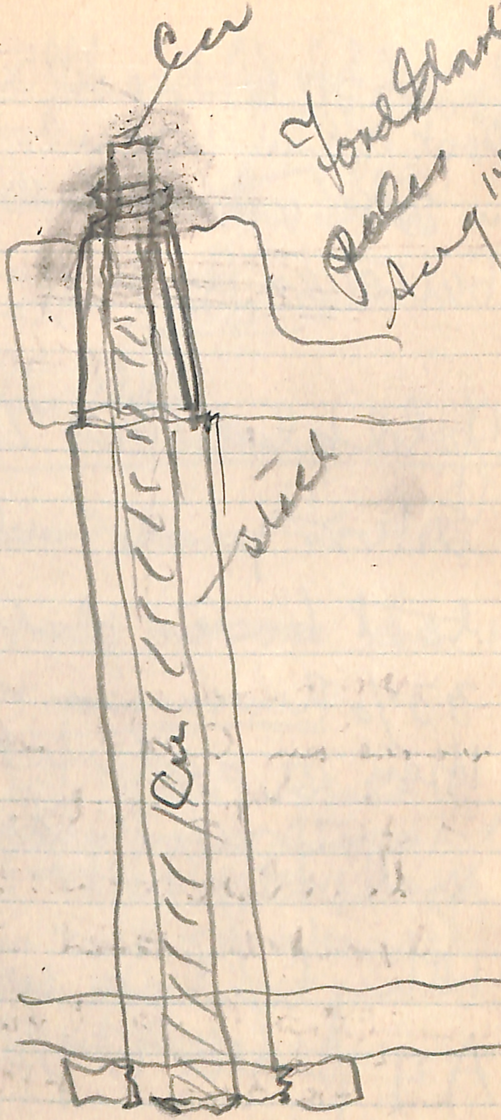
Record on Disc
Ta rah boom de ray

~~NOTE How would it do to make poles of Ford starter Taper then could tighten nuts & make good contact after been in use - Small at top.~~

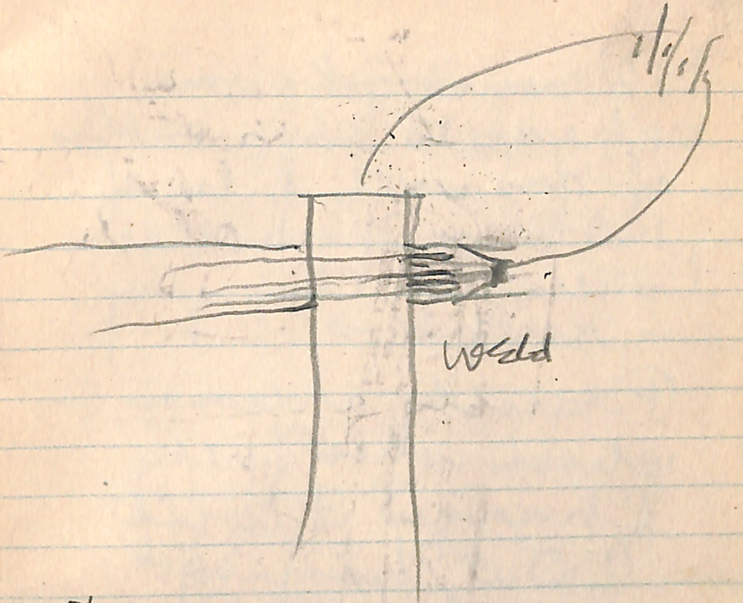
Monel for poles of Ford
Expt if Cu goes into sol in 33% KOH, good density between bare poles

Gold plate the 2 poles
Silver plate also & test bare poles in 33% Reversing now & then or put on Razzle dazzle possibly Chromium mat just [illegible] -

Why Cant we weld A4 plates to pole piece & tubes to grid ditto pockets



Ford Starter poles Aug 14/24



I wonder if a washer made of Agt Cu or Rayfree Ni metal reduced by H in CO2 wouldn't make a good contact if pressed together by a low pitch large screw & could by him—

WE must get some
scheme to stop bubbles
of gas with film of
KOH in Ford starter
Continuous Charging
is awful —

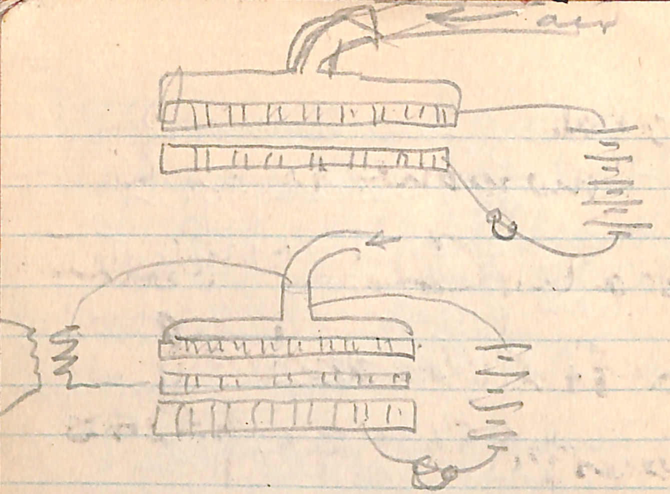
Possibly a device
which when fully
Charged it would
C Out, charging —

If a 1 MF air condenser
has air between poles
moved with great
Velocity will it
give continuous
Chgg current

or if Air which moves
at high velocity gets
Charged on 1 segment
& then passes thru another
pair of leaves discharge

Even air could be
discharged after being
Chgd by blowing it
thru. perhaps interchans
must be used to
slow it down —

Think this device
could be made to
act as rectifier
by connecting metallic
leafs & 2 wheel
& air puffs



Anchor with air blown
White Mts Aug 20 1904

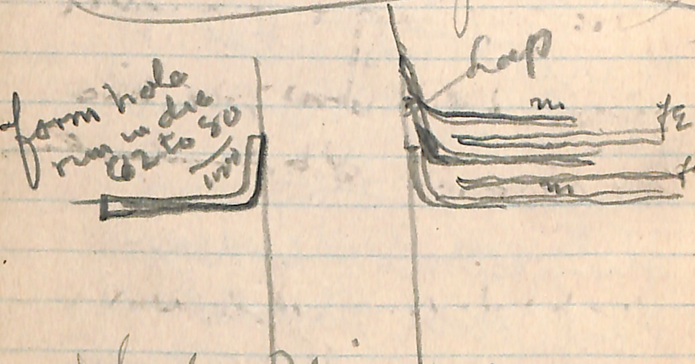

form hole
run in die
62 to 80
1000
lap
m
½
½
m

plate Ni strips with
Au Ag Cr etc
long oxdz in 33%
KOH for contact

Walsh
How would it do to
get a big Colored Poster
for Bill board of
our $2.50. New phono

Viley - What ~~boxes~~ are
you using & do you
use 1st # ~~boxes~~ etc
on new ~~slab~~ ~~slab~~

Ask Burns if there is
a dealer of any kind
in Iowa
Cunningham is the dealer

Vote taken on Radio of things most popular

	Votes	
Dance	2.527	*
Popular Songs	1908	*
Instrumentall	1447	*
Sports	1127	
Opera	850	*
Lectures	710	
Current Plays	686	
Vocal recitals	539	*
Banquet Speakers	537	
Church Services	498	
Bedtime Stories	248	
Readings	241	
	11318	

64.25 % music

6 Victor records new - rate them each month to see if deteriorate

~~Go over Amberol~~
~~stock & where we~~
~~have Cut out disc~~
~~Cut out Amberol~~

~~also weed out~~
~~poor print stock~~

Western Winter Wheat Belt
Kansas — Nebraska —
Oklahoma & Texas — & Colorado
They produce 40% of total
1924 — largest yields per
acre is Nebraska $ 10 acre
lowest Colorado $ 4.65 acre
Winter wheat.

Mississippi-Ohio rivers section
Conditions 1924 less favorable
Pa Ohio Indiana Illinois
Mich & Mo yield per acre
(Except in Mich 2.3 bush increase)
[illegible] is less than last year
had less acreage & this offsets
increased prices — & 26 million
dollars [illegible]

Washn & Oregon yield
drops from 27½ to 15.2
bush

Spring Wheat

North Dakota ~~[illegible]~~ increased yield
Minn & S Dakota
promise better yields than
last year
Montana comes within
a million bush of equalling
last years bumper crop

Flax is raised in
connection with Spring
Wheat money return
will be 97% larger
than last year due to
prices & increased
acreage —

Corn — money return
promises to equal or
better than last year
in July large improvement
in Iowa Neb Ill & Mo
these being major Corn States

Sales 1924 – our jobbers

	Aug –	July
Manhattan	13000	9900
Indiana	15479	14717
Chicago	18261	11646
Denver	6174	3205
Frisco	27000 Est	16853
	80000	56320

Orange	43.2%	increase
Indiana	4.8%	"
Chicago	38.5%	"
Denver	31.15%	"
Frisco	38 – %	"

Sept 8 1924
We have in stock –
Sheratons 4754 Phonos
Sheratons 8840 Cabinets

Wm+Mary V + Consoles
1767 Phonos
2720 Cabinets

Chippendales V
+ Consoles –
632 Phonos
2694 Cabinets
of which 1705 are
Consoles –

Hepplewaite V
688 Phonos
1722 Cabinets

Jacobean 688 phonos 2 Cabinets

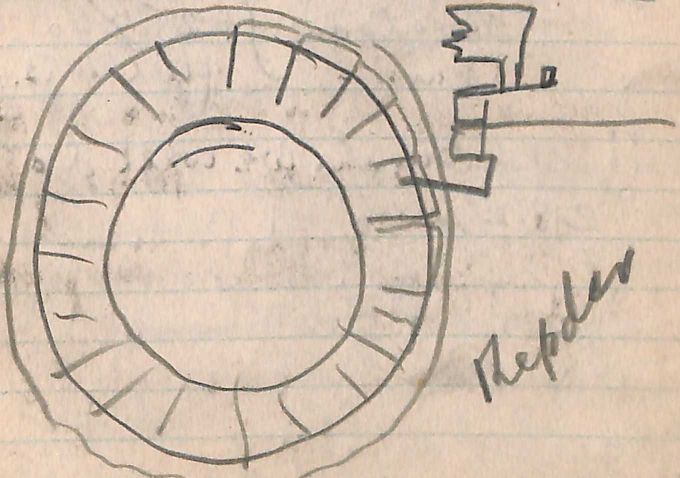
Louis XIV 97 phonos 1348 Cabinets

Italian Umbrian
35 phonos
589 Cabinets

XVII Cent English
13 phonos
270 Cabinets

Total of 8913 phono Motors
+ 18165 Cabinets
of poor seller type

Wm & M U List	295	
Sheraton	200	
Jacobean	245	✓
Louis XIV	295	✓
Sheraton Inlay	350	✓
Chip U	295	
Umbrian	350	✓
Hepplewhite	145	
XVII Century	375	✓



~~2 Ott sec of Carb Soda~~
~~dry and powdered~~
~~Caustic [illegible] slightly~~
~~damp is [illegible]~~
~~Rolls what amount of~~
~~Carb Soda be left in~~
~~Caustic K – moisten it~~
~~when rolling –~~

With Chicago,
Orange
Indiana
Frisco Coast
Denver
} we do 25.8% of all the Biz

If add Omaha we will do
28.2% –

If we get Des Moines
Omaha & Kansas City
will do 40.7 of all
the business

Disc Phonos sold to public
since start to July 1924

1 Chicago	48 044
2 Des Moines	47 438
3 Boston	45 437
4 Kansas	43 020
Dallas	40 467
Orange	39 799
Minneapolis	32 940
Cleveland	31 598
Indiana	33 417
Pittsburgh	29 653
St Louis	26 558
Philadelphia	28 612
Detroit	24 444
Atlanta	25 928
Richmond	22 161
Frisco	21 225
Syracuse	18 231
Omaha	17 131
N Orleans	17 831
Cincinnati	23 672
Toronto	12 924
Portland	18 324
Denver	12 779
Los Angeles	12 673
Ogden	10 527
Helena	7 537
Winnipeg	7 822
Williamsport	6 741

} note

Vancouver	4.449
St John	2.622
	721,130

dont include
inventory in
Dealers or
jobbers hands

Have Mix P Cement
with Colored pigments
to get right shade
& quantity necessary
for painting Concrete
houses by Cement
Gun

Send Firestone
a grand Console
or old ~~Special~~ Upright

~~Consider buying 10 to~~
~~$15000 Cabinet lumber~~
~~for Orange plant~~
~~so be well~~
~~seasoned~~

~~Ferrara = How do you~~
~~keep returns separate~~
~~from Dealers & Jobbers~~
~~on the return of old Records~~

680 List sales are 8%
of total orders each
month –

300 list 17%

Bal of Cat. 6%

Current stuff 69%

~~Ferrara – see Jobbers~~
~~Mail out lists so~~
~~Dealers get~~
~~Records~~

Cement House

Por all house
Except back - this
left open to get
forms out by machy
Then pour this
& part of partition
Can make forms
4 times larger
wk up —

Start in now to
prepare a general
showing of Phonos
at all State & County
fairs. Some Cases
in State 7 - say

Dally when well
inspect all the old
Experimental batches
of records —

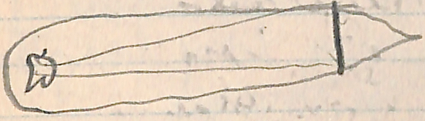
Carbamide &
Theocarbamide can be
condensed to a solid
like glass by Formaldehyde
can be rolled bored
polished or cut -
Inventor Fritz Pollak
See if can get patent -

See if we can fill orders
for special finishes
quick - get the time

Adv. Movie on main
roads in summer on
private property only
at night adv'g phonos
by 30 sec play
by rocket
Shoot up an Oleum
Cloud or phosphorus & by
long lense & ~~[illegible]~~
Mica or glass slide
words E phono & hits
as soon spreads out
only nights!

Balmain Paint,
Edison Phono only
shows nights make
Color so it shows
nothing in Day time—

Dealers give a special
Concert in Evening at door of
6th Sym B - ditto fraternals
Churches etc



Moving pic adv't
off Coney & on Lake
off Chicago - St L on
Miss. Frisco on bay
gigantic in size—
on a boat,

or orchestra
man
summer

Possibly if we get
Symphony Etc we can
get Atlantic City an
other big hotels to
allow us give concerts
Arrange one their symphony
to run it

Make different horns to test on Piano - advantage is it will give loudness with less pounding so unnecessary to get bad squeaks on pounding - try lengths etc to get maximum loudness with soft playing

~~Get Wm~~

Syracuse mouldings same size & type 6 cents foot

Boynton Rolled & very much stronger 1 3/4 cents foot This is far more desirable - its several times stronger & surface better to take Varnish -

~~Stain Schell Think is Bichromate Pot Water & Iron rust,~~ only Azo dye

As air Columns in Resonance are independent of dia probably a bell Mouth could be put on a flute & bell increased on other Orchestral instruments increasing loudness & purity of tone -

Get the record back
showing loudness
of diff instruments
before big funnel also
the records to get
a position for 6th Symphony

Start some experiments
on Reg Condensite Varnish
so it will deform &
pull farther without
cracking when blanks
are bad & deform
Use Hoffman & Dally
and Varnish 100
blank batches

Try loading with MgO
to neutralize acid
chlorides

& many other Experiments
Rate of Phenol Combn
with MgO - also to
Cheapen by adding
Tung oil Linseed Etc
also to stop pull out

~~Send for several
books on Varnishes
Van Nostrand &
pick best one~~

Try Silicate of Soda
& glue as a Varnish

Try peachy gas on.
Ordinary Rosin

2 French Horns
3 Bassoons
2 Cellos
2 Violas } set down

20 Violins — Set down

Balance of instruments
Flute 1
Oboe 1
Clarinets 2
Trumpets 2
Trombones 2

1 [illegible]

The small table Crackers
2 Eat weigh 3.8 grams
or 7.4 to the Oz

Renting

Consider putting in Rented phonos in Restaurants Barber shops + Every place where say 100 people come every day as advt

Boats Summer Hotels Societies fraternal Assns. Churches Small picture house

No royalty records

Fix up the long spinnet Cabinet with Disc + Long funnel - + test for Lapidaries -

---

~~Get some more Mahogany blocks - ditto some Mahogany Veneers~~

Try Rag Varnish with thin Coat of Condensite over to stop sticking or a varnish that dont Melt -

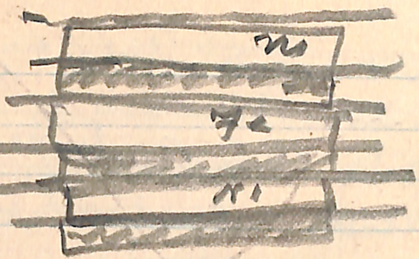
See if Veneer after Condensite Can be glued on - if necessary to put rag varnish under condensite

Saw out a disc of Varnished Mahogany + put thin Coat Condensite + print a record on it

Get some Visiting Card Paper Varnish with Condensite + print -
also blotting
ditto soak in Rosin then varnish Condensite + print - for sample records -

~~only 706 dealers in US + Canada whose record Sales are $800 or more per year - Dont include new dealers -~~

~~Hence need + find out only about 706 sample Records~~



10000 — boxes 40 000 in year

40 000
28 — Records 50c 400 000
800 00

get $ 12 box. 40,000

120 000 Cost 400 000

~~18~~ · 1/2 box .. 10000 school

10 000. boxes in 3 years

·3· 9 Months ~~5 do~~

·4 box 80 records play

~~4 times~~ 8 records daily

48 — c · play box

three in 1 week

4 months 36 times

school year.

18. 1 yr 100 —

Establish 100 schools month

~~100~~ 100 boxes — End 2 months

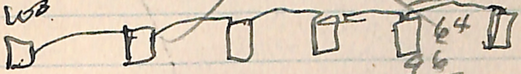
another 100 ready put in

100 from 1st 100 into 2nd 100

& add new 100 — .. 6 times

do this & 6

32 4
32



62.
62
124
372
384

96
1024

1500 words · 40/1000 dia

001 — 1½ — 60/1000 1/16 inch

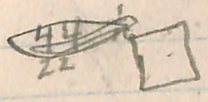
0 0 0

001 · 7 21 — 1 1/7 —
15
001 Contact 1 0 5 1 inch
1/1000 — 001 — 2 1 5
3.1

32
32
64
96 4
96

1/32

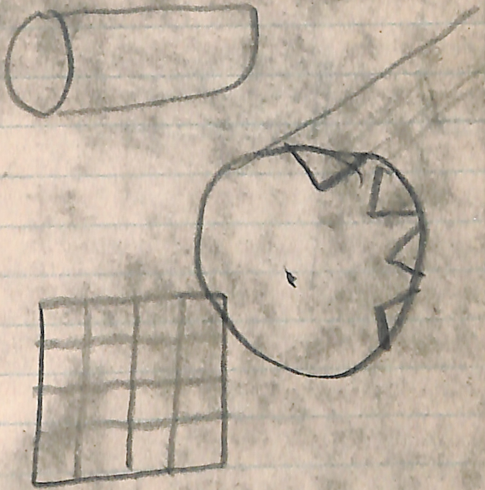
68 1/32 =

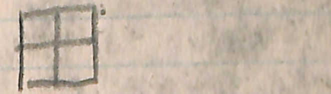


8/32 sq

Not advertized or slightly

Sewing Machine
Harvesting machinery
Glassware Window glass
Refrigerators
Carbide
Lumber — Fertilizer
Window sash
Tin plate — Chemicals
Wagons — or Cereals
Row Boats
Lawn Mowers
Harness
Crockery
Jewelry
Buttons
Buggies
~~Sheet Music~~
Tractors
Electric trux
Silverware
Jaeger underwear
Camping Outfits
Auto accessories
Electric fan





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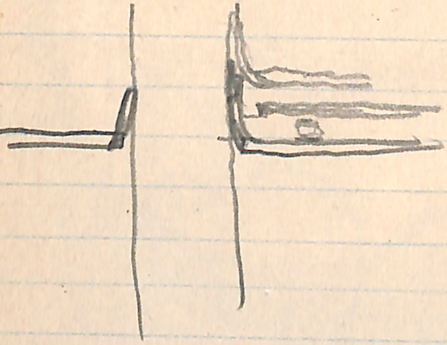

12
20
240

8) 240" min
30 ft min.

Nehrling

Naples - Rubber
plant Experiment

Lives East of main
Road at 35 mile post.
got rubber trees

1440
30
43200
4600
8

Naples 5 hrs
4.40

8 miles per day

3" inches sec
$\frac{1}{4}$" 12 times it
18 lengths per sec
of a man 6 ft

1.2.) 360 (30

18
6
108

100
30 Calls 60
600

15) 1500 Hours
300
600 Hours
3 tubes

		May 20 Record Release	
ALBANY merican Phonograph Co. 707 Broadway		Closed	
ATLANTA honographs Inc. 41 Cone Street	X	Closed	
BOSTON The Pardee-Ellenberger Co., Inc. 26 Oliver Street	X	✓	
CHICAGO The Phonograph Co. 229 South Wabash Ave.	X	✓	
CINCINNATI The Phonograph Co. 314 West 4th Street	X	Closed	
CLEVELAND The Phonograph Co. 1240 Huron Road	X	Closed	
DALLAS Texas-Okla. Phonograph Co. 906 Commerce Street	X	Closed	
DENVER Denver Dry Goods Co.		✓	
DES MOINES Harger & Blish, Inc. 114—11th Street	X		
DETROIT The Phonograph Co. of Detroit 1540 Woodward Ave.	X	Closed	
HELENA Montana Phonograph Co. 108 Broadway			
INDIANAPOLIS Kipp Phonograph Co. 325 North Delaware St.	X		
KANSAS CITY The Phonograph Co. of K. C. 1215 McGee Street	X	Closed	
LOS ANGELES Edison Phonographs, Ltd. 407 East 4th Street		Closed	
MINNEAPOLIS Laurence H. Lucker 17 South 6th Street	X		
MONTREAL The R. S. Williams & Sons Co., Ltd. 59 St. Peter Street			
NEW ORLEANS Diamond Music Co., Inc. 341 Baronne Street	X		
OGDEN Proudfit Sporting Goods Co. 2327 Grant Ave.			
OMAHA Shultz Bros. 16th and Howard Streets	X	Closed	
ORANGE The Phono. Corp. of Manhattan	X		
PHILADELPHIA Girard Phonograph Co. 10th and Berk Streets	X	Closed	
PITTSBURGH Buehn Phonograph Co. 421 Seventh Ave.	X		
PORTLAND Edison Phonographs, Ltd. 484 Everett Street		Closed	
RICHMOND The C. B. Haynes Co., Inc. 19 West Broad Street	X		
SAN FRANCISCO Edison Phonographs, Ltd. 871 Mission Street	X	Closed	
ST. JOHN W. H. Thorne & Co., Ltd. 42 Prince William St.			
ST. LOUIS Silverstone Music Co. 1114 Olive Street	X	Closed	
SYRACUSE F. E. Bolway & Son, Inc. 319 South Clinton St.	X		
TORONTO The R. S. Williams & Sons Co., Ltd. 468 King Street, W.			
VANCOUVER The Kent Piano Co., Inc. 558 Granville Street			
WILLIAMSPORT W. A. Myers 761 West Edwin Street	X		
WINNIPEG The R. S. Williams & Sons Co., Ltd. 421 McDermott Avenue			

JACK—"It's a gre

JILL—"Let me smell your breath."

—o—

Rastus was looking for work and the employer was asking him the usual questions.

"What's your name?"

"Erastus Jackson, suh."

"How old are you?"

"Ah is twenty-nine yeahs, suh."

"Are you married?"

"No suh. Dat scar on ma head is where a mule done kicked me."

—o—

Unnec

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Eliz
and th
"Bu
cans

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t